

**VIRGINIA REAL ESTATE BOARD
EDUCATION COMMITTEE
REPORT OF MEETING
July 16, 2003**

The Real Estate Board Education Committee met on Wednesday, July 16, 2003 at the Department of Professional and Occupational Regulation.

Real Estate Board Members present: S. Ronald Owens
R. Schaefer Oglesby

Real Estate Board Member not present: Sharon Parker Johnson

Staff Members present: Christine Martine, Executive Director
Betty C. Jones, Administrative Assistant

The meeting was called to order at 4:15 p.m.

Motion was made and seconded to approve the agenda.

The following actions were taken:

- A. Four (4) real estate school applications were approved by the Committee.
 - 1. US Dept. of Housing & Urban Development, 600 East Broad Street, 3rd Floor, Richmond VA 23219, Director: Mary Ann Wilson
 - 2. Building Owners & Managers Institute, 1521 Ritchie Hwy, Arnold MD 21012 Contact: Karen Johnson
 - 3. AAA School of Real Estate, 5394 Kemps River Drive, #103, Virginia Beach VA 23464 Director: James D. Crockett
 - 4. American Pioneer Title Insurance Company, 4201 Northview Drive, Bowie MD 20716 Director: B. J. Bratzel
- B. Forty seven (47) continuing education applications were approved. Of these courses:

Three (3) were previously approved courses offered by an approved school.

 - 1. 51809 2003 Ethics Seminar, 2 hours ethics, Blue Ridge Association of Realtors
 - 2. 51841 Ethics and Real Estate, 2 hours ethics, 4 hours real estate related, Dulles Area Real Estate School

3. 51842 Ethics and Real Estate (CRP) 2 hours ethics,
4 hours real estate related, Dulles Area Real
Estate School

Thirty seven (37) were original applications for courses offered
by approved schools.

1. 51802 Construction Management/Design Build, 2 hours
law, 4 hours real estate related, Lorman
Business Center, Inc.
2. 51804 National USPAP Update Equivalent, 2 hours
ethics, 4 hours real estate related, McKissock
Appraisal School
3. 51805 Limited Appraisals & The Scope of Work
Decision, 4 hours real estate related,
McKissock Appraisal School
4. 51806 Appraisal Review - 2003 Update, 4 hours real
estate related, McKissock Appraisal School
5. 51807 Appraising for the Secondary Market: Getting
Along With Fannie & Freddie, 4 hours real
estate related, McKissock Appraisal School
6. 51808 How To Do A Like Kind Exchange of Real Estate,
4 hours real estate related, Long & Foster
7. 51810 A Realtor's Guide to Mold Concerns, 2 hours
real estate related, Peninsula Real Estate
School
8. 51811 Drafting and Negotiating Virginia Commercial
Real Estate Leases, 4 hours real estate
related, 2 hours law, NBI, Inc.
9. 51812 Solving Water Intrusion and Mold Problems, 4
hours real estate related, 2 hours law, Lorman
Business Center, Inc.
10. 51813 Advances in Environmental Mold Issues, 4 hours
real estate related, 2 hours law, Lorman
Business Center, Inc.
11. 51814 Strategic Planning and the Commercial Lease in
Virginia, 2 hours law, 4 hours real estate
related, Lorman Business Center, Inc.
12. 51815 Solving Water Intrusion and Mold Problems, 4
hours real estate related, 2 hours law, Lorman
Business Center, Inc.
13. 51816 At Home With Diversity, 2 hours fair housing,
4 hours real estate related, Coldwell-Banker

14. 51817 NAR Code of Ethics & Standards, 1 hour real estate related, 2 hours ethics, Long & Foster
15. 51818 Law of Easements: Legal Issues and Practical Considerations, 2 hours law, 4 hours real estate related, Lorman Business Center, Inc.
16. 51819 Renovation Financing, 3 hours real estate related, Richmond Association of Realtors
17. 51820 Managing a See-Through Building, 3 hours real estate related, AOBA
18. 51821 Elevators - Contracts, Maintenance and Expense, 3 hours real estate related, AOBA
19. 51822 Reducing Operating Expenses, 3 hours real estate related, AOBA
20. 51823 Foreclosures and the Instruments of Real Estate Finance, 4 hours real estate related, NVAR
21. 51824 Landlording and Property Management for the Small Investor, 4 hours real estate related, NVAR
22. 51825 Duties to Clients, Customers, Public & Other Licensees, 2 hours ethics, VAR
23. 51826 Duties to Clients, Customers, Public & Other Licensees, 1 hour real estate related, 2 hours ethics, VAR
24. 51827 Disclosure - Who's Got Amnesia, 2 hours real estate related, VAR
25. 51828 Disclosure - Who's Got Amnesia, 3 hours real estate related, VAR
26. 51829 The Buck Stops Here: Lessons in Risk Management, 3 hours real estate related, VAR
27. 51830 What Were You Thinking?, 3 hours real estate related, VAR
28. 51831 Commercial Real Estate: Legal Update, 2 hours law, 1 hour real estate related, VAR
29. 51832 But I Didn't Mean Anything! Fair Housing is Big Bucks!, 2 hours fair housing, VAR
30. 51833 But I Didn't Mean Anything! Fair Housing is Big Bucks!, 2 hours fair housing, 1 hour real Estate related, VAR
31. 51834 Environmental Concerns - Avoiding Lawsuits, 2 hours real estate related, VAR

32. 51835 Environmental Concerns - Avoiding Lawsuits, 3 hours real estate related, VAR
33. 51836 Fire, Life Safety and Security Measures for a New Age, 3 hours real estate related, AOBA
34. 51838 Residential Financing Update, 2 hours real estate related, Hampton Roads School of Real Estate
35. 51839 Building a Successful REO Business, 1 hour law, 4 hours real estate related, Hampton Roads School of Real Estate
36. 51840 Starting an Independent Real Estate Brokerage Firm, 3 hours real estate related, NVAR
37. 51843 Fair Housing, 1 hour fair housing, Dulles Area Real Estate School

Seven (7) were original applications for a course offered by a school whose applications were pending.

1. 51846 Introduction to HUD/FHA Homebuying Programs, 4 hours real estate related, US Dept of Housing & Urban Development
2. 51847 Helping Homebuyers Save Energy & Money by Using HUD/FHA Energy Efficient Mortgage Program, 4 hours real estate related, US Dept of Housing & Urban Development
3. 51848 Using HUD/FHA Loss Mitigation Programs to Help Homeowners in Default on their FHA-Insured Mortgages, 4 hours real estate related, US Dept of Housing & Urban Development
4. 51849 The Design Operation & Maintenance of Building Systems Part I, (CRP) 4 hours real estate related, Building Owners & Managers Institute
5. 51850 Environmental Health & Safety Issues, (CRP) 4 hours real estate related, 2 hours law, Building Owners & Managers Institute
6. 51851 From Contract to Commission - Education Program, 3 hours real estate related, American Pioneer Title Insurance Company
7. 51852 From Contract to Commission - The Advanced Course, 3 hours real estate related, American Pioneer Title Insurance Company

C. Nine (9) pre-licensing courses were approved. Of these courses:
One (1) was approved upon re-evaluation.

1. Principles of Real Estate (60 hours) New Star Realty School

Five (5) were original applications by an approved school

1. Fundamentals of Real Estate Appraisal for Brokers (45 hours), A to Z School of Real Estate This was approved subject to further breakdown of classroom hours being taught.
2. Real Estate Principles, (60 hours) Bluestone High School
3. Principles and Practices of Real Estate (60 hours) Colquitt-Carruthers, Inc.
4. Pre-Licensure Real Estate Brokerage Correspondence/ Internet Course (45 hours) - Alpha College of Real Estate
5. Virginia Real Estate Principles (60 hours) Dearborn Real Estate Education. This was approved subject to use of an approved instructor.

One (1) pre-licensing course was approved pending approval of the school application and subject to the sponsor providing a copy of the materials for the Virginia law portion of the course.

1. Principles of Real Estate (60 hours) AAA School of Real Estate

D. One pre-licensing instructor's application was approved, after re-evaluation, for an upgrade to teach all courses.

1. Roger W. Smith

E. Five (5) pre-licensing instructor applications were approved.

1. Elizabeth Chretien Gray
2. William John Wyllie
3. Thomas Craig Baker
4. Suzette Maria Neff
5. Durette M. Upton

F. Seven (7) additional instructors were approved to teach previously approved continuing education courses.

1. Deborah Drye - *Fair Housing/Legal Update & Ethics for the R. E. Professional*, Course 15598, *At Home With Diversity*, Courses 15498, *Legislative & Legal Updated for the R E Professional*, Course 11899 *Ethics for the Real Estate Professional*, Course 11799 *General Education for the Real Estate Professional*, Course 20598. Northern Virginia Association of Realtors
2. Craig Anderson - *An Advanced Look at Virginia Real Estate Law* Course 51772 - NBI
3. George R. Padgett - Courses 18800 thru 19300, courses 22000 thru 22900 and course 45801 - Shenandoah Valley Training Center
4. Christopher Busching - *Renovation Financing* Course 10200 Hampton Roads School of Real Estate
5. Margo McKay - *Successfully Selling HUD Homes* Course 03100 Hampton Roads School of Real Estate
6. Marcus Simon - *Unconventional Transactions* Course 00300, *Changes & Revisions to the New Regional Sale Contract* Course 27799, *Home Inspection & the Settlement Process* Course 08599 NVAR
7. Brenda Shiplett - to teach all CE courses - Long & Foster

The meeting adjourned at 6:05 p.m.